

Pueblo School District No. 60

Billed Entity Number: 142321

Form 471 Application Number: 416616

Funding Request Number: 1146348

Funding Year 8



Joyce F. Bales, Ed.D.

Superintendent

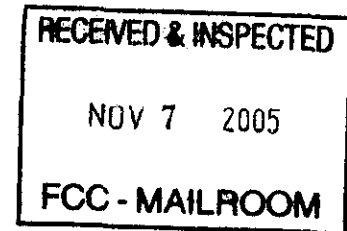
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October 26, 2005

Federal Communications Commission  
Office of the Secretary  
445-12<sup>th</sup> Street, SW  
Washington, DC 20554



RE: CC Docket No. 02-6, Request for Review

This letter is submitted to the Federal Communications Commission as a Request for Review of an Administrator's Decision on Appeal- Funding Year 2004-2005 made September 21, 2005 by the Universal Service Administrative Company, Schools & Libraries Division. The initial Appeal and this Request for Review is submitted by:

Applicant name: PUEBLO COUNTY SCHOOL DISTRICT 60  
Billed Entity Number: 142321  
Form 471 Application Number: 416616  
Funding Request number: 1146348  
Decision on Appeal: DENIED  
Date of Decision and Notification: 9/21/2005  
Date Appeal Must Be Received By: 11/21/2005

#### General

Initial 471 and support documents were filed with the USAC within the time frames required and in a fashion that complies with the rules and regulations of the program. Funding request number 1146348 requesting funding for a pre-discount amount of \$1,374,986.96 was denied on 6/7/2005 by the USAC for bidding violation. Decision explanation was, "Documentation provided demonstrates that price was not the primary factor in selecting this service provider's proposal."

Initial appeal of the decision was submitted on June 20, 2005 to USAC stating that the award was made to the lowest bidder and complied with the rules defined in form 470, that the bid chosen "is the most cost effective". The simplest definition of most cost effective is Low Bid. In addition, information was provided to USAC in the form of an analysis performed by an independent consultant verifying that the award was made to the lowest bidder and validating the determination originally made. Analysis attached.

USAC responded with a denial letter, copy attached, sighting that information provided by Pueblo School District 60 regarding vendor selection and evaluation criteria, "clearly showed that the price (financial response) was weighted the same as other factors (technical response and value add response) in choosing the winning bid. You failed to provide evidence that price was the dominant factor in the vendor selection process where multiple bids were received."

Our response to this point is that Pueblo School District 60 did award the contract to the lowest bid as verified by our independent review of the bid responses and does comply with USAC's

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own rule of selecting the “most cost effective services offering.” See attached review of all of the bids submitted and the results.

USAC continued in explaining the reason for denial that, “SLD’s review of your form 471 application determined that price was not the primary factor when you selected your primary service provider. Since you did not demonstrate in your appeal that price was the primary factor when you selected your service provider, SLD denies your appeal.”

Our response to this point is that the evaluation criteria submitted, established a basis for comparison of vendor responses to determine the best overall value to the District and help facilitate a buy verses lease decision. The District, like any company or institution, would weigh the financial manner in which to proceed with a project of this sort and evaluate all of the bids based on different criteria for the different approaches. The District had previously passed a 98.5 million dollar bond issue and considered ownership of the network as an option to leased services. The decision to lease these services coincided with selecting the vendor based on lowest price. The tabulated results demonstrate that lowest cost from the vendor selected was the basis for selection of leased services.

The request for proposal meets a standard for any educational institution evaluating options and the financial manner in which to proceed with a project of this sort. The reviews of the bids mandated different weighing criteria for buy verses lease decisions. The weighing factor identified by SLD in their review was to be used in the “buy” decision process. In the buy decision process, value add (which in itself is part of the price) and the technical response becomes a more important component in the decision making process.

But the District did not buy. The District leased. Consequently the District used “lowest price” to determine the award on a lease of the required services from a telecommunication company for service.

When leasing a telecommunications service over a longer period of time, it is understood that the telecommunications provider would be able to modify the service to meet the needs of the District during the course of the contract. Hence price was the only determining factor in making the award, as we stated in our initial appeal. During the 471 audit procedure, SLD did not ask for an in depth explanation of the reason as to why a number of non-necessary evaluations were included in the Districts re-cap forms. Such as under step three of “RFP-Record of Response,” the display of “Total WAN Value” which defines an asset value to the district based on a “buy” approach.

On a lease, no value would be associated with the network. Just a total cost. Once again, the District opted for a lease of WAN services from a qualified telecommunications company and used lowest price for determining the award. See attached analysis.

Point three in the denial letter, copy attached, speaks to 47 C.F.R. & 54.511(a), requiring applicants to select the most cost-effective services offering “with price being the primary factor”. Once again, as we demonstrated in the first two points, we in fact did use price as the only determination point in making the lease of WAN services decision. The information requested and provided during the 2004 and 2005 audits showed and listed information that was mis-construed by the SLD during their review as it dealt with buying as compared to leasing. The SLD did not understand that. Again, the District had to make a buy verses lease decision before making an award and the review and evaluation sheets were written in such a way as to provide pertinent information in support of the buy or lease decision. The buy decision used a weighted system for three different criteria and all three were weighted the

same. The lease decision was based only on price as stipulated in our award and subsequent appeal to the SDC.

Point three in the denial letter also speaks to and references the Ysleta Independent School District review and the results of review, specifically that ineligible products and services may not be factored into the cost effective evaluation. Again, the only time Pueblo School District 60 would consider ineligible products in its decision in awarding a contract, would be in a "buy" situation. Since the District determined it would be in its best interests to Lease the WAN data services, cost for the services became the only consideration in the decision.

We thank you for the time required to complete a review of the SDC's initial denial and the denial of the District's appeal. We feel that during the appeal process, direct communications between the District and the SDC's appeal reviewer would have allowed us to articulate our position and share with them the reason for the structure of our RFP documents and review sheets and could have allowed them to make the correct decision based upon the facts and information provided. We inquired as to the status of our appeal on three different occasions and each time we were not allowed to discuss any issues or concerns that the appeal reviewer may have had.

I believe that the information provided within this letter and the supporting documentation attached fully support our position and demonstrates our compliance with the rules and regulations set forth by USAC, SLD for funding eligible schools and libraries. With that, I respectfully request that the Federal Communication Commission reverse the "denial" decision reached by USAC, SLD and approve the funding requested by Pueblo County School District 60 for year 2004-2005, funding year 7.

Sincerely,

A handwritten signature in cursive script that reads "Joyce F. Bales". The signature is written in dark ink and is positioned above the printed name.

Joyce F. Bales

jfb/nf



## Pueblo County District 60

Bid Analysis for lease

By: ADVODA LLC

Date: 6/15/2005

Proposal re-cap by E-Rate consultant of submitted bids/proposals.

The calculations are to determine the accuracy and validate the award to ExOp of Missouri/Unite.

Information used to perform this analysis was the same set of documents provided to USAC as part of their audit which generated their decision.

	ExOp of Missouri/Unite	Secom	Qwest	Comcast
Non Recurring	\$ 3,989,663.00	\$ 3,750,017.00	\$ 49,200.00	\$ 1,450,000.00
Monthly Recurring for 48 mo's	\$ 3,759.00			
Monthly Recurring for 132 mo's	\$ 15,000.00			
Monthly Recurring for 180 mo's		\$ 14,000.00	\$ 71,430.00	\$ 70,000.00
Contract term total in months	180	180	180	180
Total Term Cost	\$ 6,150,095.00	\$ 6,270,017.00	\$ 12,906,600.00	\$ 14,050,000.00

**Note:** The ExOp of Missouri response has two monthly prices based upon different periods. The other respondees have a single MRC for the length of the agreement.

**Remarks:** Secom contacted OTM after the proposal closed and advised that their price quote will likely have to increase due to cost adjustments, made by the local utility pole owner.

**Lower bidder proposal based on front end costs and monthly recurring costs for the term of the agreement is ExOp of Missouri/Unite.**

The actual contract award to ExOp of Missouri/Unite was \$6,015,167.00, 2.2% less than the original bid.

**The value added services offered by Unite are NOT taken into consideration or part of the basis for the award.**

### NOTICE:

ADVODA LLC, the E-rate consultant as previously dis-closed to the audit team at USAC, did not participate in the RFP development, or vendor response review. The information generated on this document by ADVODA is an attempt to determine how the USAC audit team reached their decision.

Based on our review of the data provided USAC, we feel that the denial is in error.

Ron Dunworth  
ADVODA LLC





**Universal Service Administrative Company**  
Schools & Libraries Division

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**Administrator's Decision on Appeal – Funding Year 2004-2005**

September 21, 2005

Ron Dunworth  
Advoda LLC  
7375 East Orchard Road, Suite 200  
Greenwood Village, CO 80111

Re: Applicant Name: PUEBLO CITY SCHOOL DISTRICT 60  
Billed Entity Number: 142321  
Form 471 Application Number: 416616  
Funding Request Number(s): 1146348  
Your Correspondence Received: June 20, 2005

After thorough review and investigation of all relevant facts, the Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC) has made its decision in regard to your appeal of SLD's Funding Year 2004 Funding Commitment Decision Letter for the Application Number indicated above. This letter explains the basis of SLD's decision. The date of this letter begins the 60-day time period for appealing this decision to the Federal Communications Commission (FCC). If your Letter of Appeal included more than one Application Number, please note that you will receive a separate letter for each application.

Funding Request Number(s): 1146348  
Decision on Appeal: **Denied**  
Explanation:

- On appeal, you state that ExOp of Missouri/Unite was not only the lowest price bidder but was also one of only two who met the required specifications of the RFP. You affirm that even if the ExOp of Missouri response was not the low bid, following the USAC requirement that price is to be the primary factor in selecting a service provider, the individual evaluations performed by the evaluation committee would indicate that ExOp of Missouri/Unite would have still won the award. In closing, you request that the letter of appeal be reviewed.
- After thorough review of the appeal, the relevant facts, and documentation, it was determined that the SLD's decision to deny the application was correct. During the Selective Review of your application, you provided a response on November 11, 2004 regarding vendor selection and evaluation criteria. That response clearly



showed that the price (Financial Response) was weighted the same as other factors (Technical Response and Value Add Response) in choosing the winning bid. You failed to provide evidence that price was the dominant factor in the vendor selection process where multiple bids were received.

- SLD's review of your Form 471 application determined that price was not the primary factor when you selected your service provider. Since you did not demonstrate in your appeal that price was the primary factor when you selected your service provider, SLD denies your appeal.
- FCC rules require that applicants select the most cost-effective services offering with price being the primary factor. 47 C.F.R. § 54.511(a). Applicants may take other factors into consideration, but in selecting the winning bid, price must be given more weight than any other single factor. 47 C.F.R. § 54.511(a); *Request for Review by Ysleta Independent School District, et. al., Federal State Joint Board on Universal Service, Changes to the Board of Directors of the National Exchange Carrier Association, Inc.*, CC Docket Nos. 96-45, 97-21, Order, FCC 03-313 ¶ 50 (rel. Dec. 8, 2003). Ineligible products and services may not be factored into the cost-effective evaluation. See Common Carrier Bureau Reiterates Services Eligible for Discounts to Schools and Libraries, CC Docket No. 96-45, *Public Notice*, 13 FCC Rcd. 16,570, DA 98-1110 (rel. Jun. 11, 1998).

If your appeal has been approved, but funding has been reduced or denied, you may appeal these decisions to either the SLD or the FCC. For appeals that have been denied in full, partially approved, dismissed, or canceled, you may file an appeal with the FCC. You should refer to CC Docket No. 02-6 on the first page of your appeal to the FCC. Your appeal must be received or postmarked within 60 days of the date on this letter. Failure to meet this requirement will result in automatic dismissal of your appeal. If you are submitting your appeal via United States Postal Service, send to: FCC, Office of the Secretary, 445 12th Street SW, Washington, DC 20554. Further information and options for filing an appeal directly with the FCC can be found in the "Appeals Procedure" posted in the Reference Area of the SLD web site or by contacting the Client Service Bureau. We strongly recommend that you use the electronic filing options.

We thank you for your continued support, patience and cooperation during the appeal process.

Schools and Libraries Division  
Universal Service Administrative Company



**PUEBLO**  
**School District No. 60**



***Wide Area  
Telecommunications  
Services Project***

***Recommendation***

**Prepared for:  
Board of Trustees  
January 27, 2004**

**Submitted By:  
OTM Engineering, Inc**

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## **Executive Summary**

After assessing the current status of the districts technology systems, it was apparent that any means of augmenting the budgeted technology bond funds would be in the district's best interest. OTM began exploring the various outside funding sources available to the district. After discussing the possibility of qualifying for funding through Erate, the district decided to engage OTM to begin the process of locating a vendor qualified and capable of leasing Wide Area Network services to PSD60. It was agreed that a formal Request for Proposal (RFP) process would be used to find the correct vendor sufficient to enable an Erate application prior to February 1, 2004. The results of the process and subsequent recommendation follow.

Four telecommunications service providers responded to the districts request for proposal made public on December 5, 2003. The RFP was designed to identify a company that could lease a fiber optic wide area network to the District for a minimum of fifteen years. Vendors were also asked to propose any alternate solutions that would be of value to the District relative to internet access, a separate voice network, and a separate video network. The proposal documents also stipulated the requirement that both commercial and other public entities have access to the network.

Two of the four vendors met all requirements. Qwest provided a solution that did not meet the bandwidth requirements of the RFP. Both Qwest and Comcast did not include the 5% RFP response bond clearly required in the proposal documents, nor offered a solution for the minimum required fifteen year term. Secom met all of the technical requirements of the RFP, however, presented a cashiers check in lieu of the required surety issued 5% response bond. Secom contacted OTM after the proposal submission date and indicated their price quote was likely to increase due to cost adjustments made by the local utility pole owner. Unite met all requirements as stated in the proposal documents.

When the proposals were received, an extensive evaluation process was initiated. OTM compiled all vendor response data into spreadsheet form and presented the data to the technology

committee during a closed door session on January 13. The proposals were discussed in detail and clarification items identified. OTM sought clarifications from the vendors. OTM then developed a weighted evaluation matrix for use by the technology committee on January 16. The committee agreed on the weighting values for each of the evaluation criteria items. Each member of the committee completed and submitted an evaluation of all four companies to OTM. OTM completed the same evaluation. The results are illustrated in the appendix. The evaluation information and feedback from the committee enables OTM to offer its recommendations for the vendor that provides the most valuable solution to the District.

## Recommendation

After careful consideration of all proposals, it is OTM Engineering's recommendation that the school district enter into a lease agreement with Unite. They clearly have met all of the RFP criteria and the scrutiny of the PSD60 Technology committee. By entering into this form of agreement the district will have the opportunity to apply for supplemental federal funding that will certainly enable the current technology bond funds to exceed what was originally forecasted and expected by the district. In addition, Unite has offered to include six additional fiber strands to each school at no additional cost. The fiber may be used for future applications such as Fiber Channel connectivity for a Storage Area Network, integration of a separate building automation system or even a separate A/V broadcast network.

This additional capacity plus the high bandwidth voice and data network will meet the demands of the district today and well into the future. Bandwidth will no longer be an issue and instructional and administrative applications can be supported. Network costs will be known and the possible benefit to the community a reality.

Below are the cost options available to the district based on a payout over fifteen or three years with the assumption Erate will fund the project at the same rate they have funded the WAN network currently in use by the district. The difference between the two scenarios from the cost perspective is \$43,644.00.

### Scenario #1

		60 months	120 months	Sub Total	Erate Funded	Dist Cost
Fifteen Year						
Non Recurring	3,989,653			3,989,653	2,873,068	1,316,585
Recurring Years 1-5	3,759	225,540		225,540	151,112	101,245
Recurring Years 6-15	15,000		1,800,000	1,800,000	1,206,000	808,020
Value Add (6 Strand Fiber)	1,000,000			1,000,000		(1,000,000)
Total Value of Network						1,225,850
TOTAL Cost To District				7,018,193	4,036,178	2,225,850

### Scenario #2

		60 months	120 months	Sub Total	Erate Funded	Dist Cost	4.8% NPV Disc.
Three Year -4.8% NPV Discount							
Non Recurring	3,989,653			3,989,653	2,873,068	1,316,585	1,316,585
Recurring Years 1-5	3,759	225,540		225,540	151,112	101,245	96,385
Recurring Years 6-15	15,000		1,800,000	1,800,000	1,206,000	808,020	769,235
Value Add (6 Strand Fiber)	1,000,000			1,000,000			(1,000,000)
Total Value of Network							1,182,205
TOTAL Cost To District				7,018,193	4,036,178		\$2,182,205

## Appendix

### RFP-Record of Response

#### Step 1 Basic Requirements

Vendor	Qwest	Unifi	Sprint	Comcast
5% Response Bond Submitted			Yes-Cashiers Check	
Signature page signed	Yes	Yes	Yes	Yes
Response in format requested	Yes	Yes	Yes	Yes
Submitted on time	Yes	Yes	Yes	Yes

#### Step 2 Submittal Compliance

Vendor	Unifi	Unifi	Unifi	Sprint	Sprint	Qwest	Comcast
Summary	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Add and Delete	Yes	Yes	Yes	Yes	Yes		Yes
Maintenance and Service	Yes	Yes	Yes	Yes	Yes	Yes	Yes
System Performance	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Specs, Environmental	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Training Program	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Value added offering	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Exceptions	One	One	One	Two	Two		Minor
Lease Contract yes/no	yes	yes	yes	Yes	Yes	Yes	yes
Performance Req. Met	Yes	Yes	Yes	Yes	Yes		Yes
Bond pricing included	Yes	Yes	Yes	Yes	Yes		Yes

#### Step 3 Financial Evaluation

Vendor	Unifi Security 1	Unifi Security 2	Unifi Security 3	Sprint	Sprint	Qwest	Comcast
Base	Redundant	Core Redundant	Redundant and Diverse	Sonet	Ethernet	100Mb	Ethernet
Non Recurring	\$2,650,000	\$3,500,000	\$3,686,663	\$6,360,017	\$3,755,179	\$48,200	\$1,450,000
Recurring	3,431.00	3,760.00	3,768.00	\$14,000	\$14,000	\$71,430	\$70,000
Discount	4.80	4.80		10.00	10.00	0	0
Alt 1-Voice network	No Bid	No Bid	No Bid		No Bid		No Bid
Non Recurring	No Bid	No Bid	No Bid	0.00	No Bid	0	No Bid
Recurring	No Bid	No Bid	No Bid	\$4,000	No Bid	\$4,578	No Bid
Discount	No Bid	No Bid	No Bid	10.00	No Bid	0	No Bid
Alt 2-Video							
Non Recurring	\$202,600	\$202,600	\$202,600	No Bid	No Bid	\$43,200	No Bid
Recurring	\$2,360	\$2,360	\$2,360	No Bid	No Bid	\$62,640	No Bid
Discount	4.80	4.80	4.80	No Bid	No Bid	0	No Bid
Alt 3-Internet Access	5Mb	5Mb	5Mb	3Mb	3Mb	45Mbps	No Bid
Non Recurring	\$63,418	\$63,418	\$63,418	0	0	0	No Bid
Recurring	\$1,321	\$1,321	\$1,321	\$1,100	\$1,100	\$10,557	No Bid
Discount	4.8	4.8	4.8	0	0	0	No Bid
Value Add Offering							
Dark Fiber	\$780,600	\$666,600	\$1,056,750				
Monitoring Software				\$5,700	\$4,700		
Total WAN Value	\$3,610,600	\$4,466,600	\$5,048,403	\$6,368,717	\$3,755,879	\$48,200	\$1,450,000



## Technology Committee Evaluation Matrix

### RFP Grading totals

Units	Weighting	Point Award	Total
Basic RFP Response	3	53	159
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	43	86
Financial Response	3	45	138
Technical Response	3	45	135
Value Add Response	3	45	135
Past Experience with District	1	31	31
Maintenance/Service	2	37	74
Staff-Technical and Admin	2	36	72
Proximity to District	1	41	41
Total			877

Secom	Weighting	Point Award	Total
Basic RFP Response	3	33	99
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	43	86
Financial Response	3	21	63
Technical Response	3	36	108
Value Add Response	3	21	63
Past Experience with District	1	31	31
Maintenance/Service	2	31	62
Staff-Technical and Admin	2	41	82
Proximity to District	1	29	29
Total			620

Comcast	Weighting	Point Award	Total
Basic RFP Response	3	25	75
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	8	10
Financial Response	3	23	69
Technical Response	3	25	87
Value Add Response	3	9	27
Past Experience with District	1	18	18
Maintenance/Service	2	37	74
Staff-Technical and Admin	2	37	74
Proximity to District	1	35	35
Total			458

Qwest	Weighting	Point Award	Total
Basic RFP Response	3	19	57
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	33	66
Financial Response	3	18	54
Technical Response	3	21	63
Value Add Response	3	3	9
Past Experience with District	1	4	4
Maintenance/Service	2	17	34
Staff-Technical and Admin	2	29	58
Proximity to District	1	27	27
Total			372

Weighting Scale	Point Awarded 1-10
1- Important	1- Non Response
2- Very Important	2-
3- Extremely Important	3-
	4-
	5-
	6-
	7-
	8-
	9-
	10-Superior Response

### OTM Evaluation Matrix

Unite	Weighting	Point Award	Total
Basic RFP Response	3	20	60
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	20	40
Financial Response	3	18	54
Technical Response	3	17	51
Value Add Response	3	20	60
Past Experience with District	1	11	11
Maintenance/Service	2	8	16
Staff-Technical and Admin	2	8	16
Proximity to District	1	10	10
Total			318

Secom	Weighting	Point Award	Total
Basic RFP Response	3	18	54
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	20	40
Financial Response	3	16	48
Technical Response	3	16	48
Value Add Response	3	7	21
Past Experience with District	1	5	5
Maintenance/Service	2	13	26
Staff-Technical and Admin	2	16	36
Proximity to District	1	16	16
Total			294

Comcast	Weighting	Point Award	Total
Basic RFP Response	3	12	36
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	2	4
Financial Response	3	16	48
Technical Response	3	16	54
Value Add Response	3	8	24
Past Experience with District	1	8	8
Maintenance/Service	2	13	26
Staff-Technical and Admin	2	14	28
Proximity to District	1	20	20
Total			248

Qwest	Weighting	Point Award	Total
Basic RFP Response	3	9	27
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	3	6
Financial Response	3	12	36
Technical Response	3	3	9
Value Add Response	3	3	9
Past Experience with District	1	6	6
Maintenance/Service	2	10	20
Staff-Technical and Admin	2	14	28
Proximity to District	1	17	17
Total			156

**Evaluation Tabulation**

2/28/12

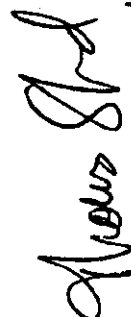
Unit									
Basic RFP Response									
Weighting	3	10	30	Total					
Point Award									
Total									
Secom									
Weighting	3	6	18	Total					
Point Award									
Total									
15 Year Term Offered									
Weighting	3	10	30	Total					
Point Award									
Total									
Financial Response									
Weighting	3	10	30	Total					
Point Award									
Total									
Technical Response									
Weighting	3	10	30	Total					
Point Award									
Total									
Value Add Response									
Weighting	3	10	30	Total					
Point Award									
Total									
Past Experience with District									
Weighting	1	10	10	Total					
Point Award									
Total									
Maintenance/Service									
Weighting	2	10	20	Total					
Point Award									
Total									
Staff-Technical and Admin									
Weighting	2	10	20	Total					
Point Award									
Total									
Proximity to District									
Weighting	1	10	10	Total					
Point Award									
Total									
Comcast									
Weighting	3	7	21	Total					
Point Award									
Total									
Basic RFP Response									
Weighting	3	8	24	Total					
Point Award									
Total									
Qwest									
Weighting	3	8	24	Total					
Point Award									
Total									
Bid Bond									
Weighting	3	8	24	Total					
Point Award									
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Signature on Proposal Form									
Weighting	3	8	24	Total					
Point Award									
Total									
RFP in required format									
Weighting	3	8	24	Total					
Point Award									
Total									
Due Date Met									
Weighting	3	8	24	Total					
Point Award									
Total									
15 Year Term Offered									
Weighting	3	10	30	Total					
Point Award									
Total									
Financial Response									
Weighting	3	10	30	Total					
Point Award									
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Technical Response									
Weighting	3	10	30	Total					
Point Award									
Total									
Value Add Response									
Weighting	3	10	30	Total					
Point Award									
Total									
Past Experience with District									
Weighting	1	10	10	Total					
Point Award									
Total									
Maintenance/Service									
Weighting	2	10	20	Total					
Point Award									
Total									
Staff-Technical and Admin									
Weighting	2	10	20	Total					
Point Award									
Total									
Proximity to District									
Weighting	1	10	10	Total					
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Staff-Technical and Admin									
Weighting	2	10	20	Total					
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Proximity to District									
Weighting	1	10	10	Total					
Point Award									
Total									
Comcast									
Weighting	3	7	21						

Unit	Weighting	Point Award	Total	Secom	Weighting	Point Award	Total	
<b>Unit</b>				<b>Basic RFP Responses</b>	3	10	30	
Bid Board				Signature on Proposal Form				
RFP in required format				RFP in required format				
Due Date Met				Due Date Met				
15 Year Term Offered	2	10	20	15 Year Term Offered	2	10	20	
Financial Response	3	10	30	Financial Response	3	10	30	
Technical Response	3	10	30	Technical Response	3	10	30	
Value Add Response	3	10	30	Value Add Response	3	10	30	
Past Experience with District	1	5	5	Past Experience with District	1	5	5	
Maintenance/Service	2	5	10	Maintenance/Service	2	5	10	
Staff/Technical and Admin	2	5	10	Staff/Technical and Admin	2	5	10	
Proximity to District	1	10	10	Proximity to District	1	10	10	
<b>Total</b>	<b>20</b>		<b>185</b>	<b>Total</b>	<b>20</b>		<b>185</b>	
<b>Contract</b>				<b>Quest</b>				
<b>Basic RFP Responses</b>	3	1	3	<b>Basic RFP Responses</b>	3	1	3	
Bid Board				Bid Board				
Signature on Proposal Form				Signature on Proposal Form				
RFP in required format				RFP in required format				
Due Date Met				Due Date Met				
15 Year Term Offered	2	1	2	15 Year Term Offered	2	10	20	
Financial Response	3	5	15	Financial Response	3	5	15	
Technical Response	3	5	15	Technical Response	3	5	15	
Value Add Response	3	1	3	Value Add Response	3	1	3	
Past Experience with District	1	1	1	Past Experience with District	1	1	1	
Maintenance/Service	2	10	20	Maintenance/Service	2	5	10	
Staff/Technical and Admin	2	10	20	Staff/Technical and Admin	2	5	10	
Proximity to District	1	10	10	Proximity to District	1	5	5	
<b>Total</b>			<b>84</b>	<b>Total</b>			<b>72</b>	

January 16, 2004  
Ronda Lefkowitz

Unit	Weighting	Point Award	Total	Secom	Weighting	Point Award	Total
Unit 1							
Basic RFP Responses	3	10	30	Basic RFP Responses	3	9	15
Bid Bond				Bid Bond			
Signature on Proposal Form				Signature on Proposal Form			
RFP in required format				RFP in required format			
Due Date Met				Due Date Met			
15 Year Term Offered	2	9	18	15 Year Term Offered	2	9	18
Financial Responses	3	10	30	Financial Responses	3	1	3
Technical Responses	3	10	30	Technical Responses	3	4	12
Value Add Responses	3	10	30	Value Add Responses	3	4	12
Pool Experience with District	1	5	5	Pool Experience with District	1	5	5
Maintenance/Service	2	9	18	Maintenance/Service	2	8	16
Staff-Technical and Admin	2	9	18	Staff-Technical and Admin	2	8	16
Proximity to District	1	10	10	Proximity to District	1	5	5
Total			124	Total			96
Unit 2							
Comcast				Comcast			
Basic RFP Responses	3	1	3	Basic RFP Responses	3	1	3
Bid Bond				Bid Bond			
Signature on Proposal Form				Signature on Proposal Form			
RFP in required format				RFP in required format			
Due Date Met				Due Date Met			
15 Year Term Offered	2	1	2	15 Year Term Offered	2	1	2
Financial Responses	3	5	15	Financial Responses	3	2	6
Technical Responses	3	4	12	Technical Responses	3	2	6
Value Add Responses	3	3	9	Value Add Responses	3	1	3
Pool Experience with District	1	5	5	Pool Experience with District	1	1	1
Maintenance/Service	2	5	10	Maintenance/Service	2	2	4
Staff-Technical and Admin	2	5	10	Staff-Technical and Admin	2	2	4
Proximity to District	1	8	8	Proximity to District	1	5	5
Total			74	Total			34

Weighting Scale	Point Awarded 1-10
1- Important	1- Non Responsive
2- Very Important	2
3- Extremely Important	3
	4
	5
	6
	7
	8
	9
	10- Superior Response

  
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Unit	Weighting	Point Award	Total	Secom	Weighting	Point Award	Total
Unit 1							
Basic RFP Response	3			Basic RFP Response	3		
Bid Bond				Bid Bond			
Signature on Proposal Form				Signature on Proposal Form			
RFP in required format				RFP in required format			
Due Date Met				Due Date Met			
15 Year Term Offered	2	2		15 Year Term Offered	2	2	
Financial Response	3	3		Financial Response	3	3	
Technical Response	3	3		Technical Response	3	1	
Value Add Response	3	3		Value Add Response	3	1	
Past Experience with District	1	1		Past Experience with District	1	1	
Maintenance/Service	2	2		Maintenance/Service	2	2	
Staff-Technical and Admin	2	2		Staff-Technical and Admin	2	2	
Proximity to District	1	1		Proximity to District	1	1	
Total	20	27		Total	20	23	
Unit 2				Unit 2			
Basic RFP Response	3			Basic RFP Response	3		
Bid Bond				Bid Bond			
Signature on Proposal Form				Signature on Proposal Form			
RFP in required format				RFP in required format			
Due Date Met				Due Date Met			
15 Year Term Offered	2	2		15 Year Term Offered	2	2	
Financial Response	3	3		Financial Response	3	1	
Technical Response	3	3		Technical Response	3	0	
Value Add Response	3	3		Value Add Response	3	0	
Past Experience with District	1	1		Past Experience with District	1	0	
Maintenance/Service	2	2		Maintenance/Service	2	0	
Staff-Technical and Admin	2	2		Staff-Technical and Admin	2	0	
Proximity to District	1	1		Proximity to District	1	1	
Total	20	12		Total	20	10	

Bunda Liagh



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**RFP Grading totals**

Mark Gazette

Unite	Weighting	Point Award	Total
Basic RFP Response	3	10	30
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	10	20
Financial Response	3	10	30
Technical Response	3	10	30
Value Add Response	3	10	30
Past Experience with District	1	10	10
Maintenance/Service	2	10	20
Staff-Technical and Admin	2	10	20
Proximity to District	1	10	10
Total			200

Secom	Weighting	Point Award	Total
Basic RFP Response	3	6	18
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	10	20
Financial Response	3	6	18
Technical Response	3	8	24
Value Add Response	3	5	15
Past Experience with District	1	10	10
Maintenance/Service	2	10	20
Staff-Technical and Admin	2	10	20
Proximity to District	1	10	10
Total			155

Comcast	Weighting	Point Award	Total
Basic RFP Response	3	7	21
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	1	2
Financial Response	3	8	24
Technical Response	3	9	27
Value Add Response	3	1	3
Past Experience with District	1	10	10
Maintenance/Service	2	10	20
Staff-Technical and Admin	2	10	20
Proximity to District	1	10	10
Total			137

Qwest	Weighting	Point Award	Total
Basic RFP Response	3	8	24
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	10	20
Financial Response	3	6	18
Technical Response	3	10	30
Value Add Response	3	1	3
Past Experience with District	1	1	1
Maintenance/Service	2	5	10
Staff-Technical and Admin	2	10	20
Proximity to District	1	10	10
Total			136

Ronda Wheeler

Unite	Weighting	Point Award	Total
Basic RFP Response	3	10	30
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	10	20
Financial Response	3	10	30
Technical Response	3	10	30
Value Add Response	3	10	30
Past Experience with District	1	5	5
Maintenance/Service	2	5	10
Staff-Technical and Admin	2	5	10
Proximity to District	1	10	10
Total			175

Secom	Weighting	Point Award	Total
Basic RFP Response	3	1	3
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	10	20
Financial Response	3	1	3
Technical Response	3	10	30
Value Add Response	3	1	3
Past Experience with District	1	5	5
Maintenance/Service	2	5	10
Staff-Technical and Admin	2	10	20
Proximity to District	1	5	5
Total			99

Comcast	Weighting	Point Award	Total
Basic RFP Response	3	1	3
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	1	2
Financial Response	3	5	15
Technical Response	3	5	15
Value Add Response	3	1	3
Past Experience with District	1	1	1
Maintenance/Service	2	10	20
Staff-Technical and Admin	2	10	20
Proximity to District	1	10	10
Total			89

Qwest	Weighting	Point Award	Total
Basic RFP Response	3	1	3
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	10	20
Financial Response	3	5	15
Technical Response	3	1	3
Value Add Response	3	1	3
Past Experience with District	1	1	1
Maintenance/Service	2	5	10
Staff-Technical and Admin	2	7	14
Proximity to District	1	5	5
Total			74

Tom Sanford

Unite	Weighting	Point Award	Total
Basic RFP Response	3	10	30
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	9	18
Financial Response	3	10	30
Technical Response	3	10	30
Value Add Response	3	10	30
Past Experience with District	1	5	5
Maintenance/Service	2	9	18
Staff-Technical and Admin	2	9	18
Proximity to District	1	10	10
Total			189

Secorn	Weighting	Point Award	Total
Basic RFP Response	3	5	15
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	9	18
Financial Response	3	1	3
Technical Response	3	4	12
Value Add Response	3	4	12
Past Experience with District	1	5	5
Maintenance/Service	2	5	10
Staff-Technical and Admin	2	8	16
Proximity to District	1	5	5
Total			96

Comcast	Weighting	Point Award	Total
Basic RFP Response	3	1	3
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	1	2
Financial Response	3	5	15
Technical Response	3	4	12
Value Add Response	3	3	9
Past Experience with District	1	5	5
Maintenance/Service	2	5	10
Staff-Technical and Admin	2	5	10
Proximity to District	1	8	8
Total			74

Qwest	Weighting	Point Award	Total
Basic RFP Response	3	1	3
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	1	2
Financial Response	3	2	6
Technical Response	3	2	6
Value Add Response	3	1	3
Past Experience with District	1	1	1
Maintenance/Service	2	2	4
Staff-Technical and Admin	2	2	4
Proximity to District	1	5	5
Total			34

Frank Klein

<b>Unite</b>	<b>Weighting</b>	<b>Point Award</b>	<b>Total</b>
<b>Basic RFP Response</b>	3	3	9
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
<b>15 Year Term Offered</b>	2	2	4
<b>Financial Response</b>	3	3	9
<b>Technical Response</b>	3	3	9
<b>Value Add Response</b>	3	3	9
<b>Past Experience with District</b>	1	1	1
<b>Maintenance/Service</b>	2	2	4
<b>Staff-Technical and Admin</b>	2	2	4
<b>Proximity to District</b>	1	1	1
<b>Total</b>			50

<b>Secom</b>	<b>Weighting</b>	<b>Point Award</b>	<b>Total</b>
<b>Basic RFP Response</b>	3	2	6
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
<b>15 Year Term Offered</b>	2	2	4
<b>Financial Response</b>	3	2	6
<b>Technical Response</b>	3	3	9
<b>Value Add Response</b>	3	3	9
<b>Past Experience with District</b>	1	1	1
<b>Maintenance/Service</b>	2	2	4
<b>Staff-Technical and Admin</b>	2	2	4
<b>Proximity to District</b>	1	1	1
<b>Total</b>			44

<b>Comcast</b>	<b>Weighting</b>	<b>Point Award</b>	<b>Total</b>
<b>Basic RFP Response</b>	3	1	3
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
<b>15 Year Term Offered</b>	2	1	2
<b>Financial Response</b>	3	1	3
<b>Technical Response</b>	3	3	9
<b>Value Add Response</b>	3	3	9
<b>Past Experience with District</b>	1	1	1
<b>Maintenance/Service</b>	2	2	4
<b>Staff-Technical and Admin</b>	2	2	4
<b>Proximity to District</b>	1	1	1
<b>Total</b>			36

<b>Qwest</b>	<b>Weighting</b>	<b>Point Award</b>	<b>Total</b>
<b>Basic RFP Response</b>	3	0	0
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
<b>15 Year Term Offered</b>	2	1	2
<b>Financial Response</b>	3	1	3
<b>Technical Response</b>	3	1	3
<b>Value Add Response</b>	3	0	0
<b>Past Experience with District</b>	1	0	0
<b>Maintenance/Service</b>	2	2	4
<b>Staff-Technical and Admin</b>	2	2	4
<b>Proximity to District</b>	1	1	1
<b>Total</b>			17

Brenda Kraig

Unite	Weighting	Point Award	Total
Basic RFP Response	3	10	30
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	2	4
Financial Response	3	3	9
Technical Response	3	3	9
Value Add Response	3	3	9
Past Experience with District	1	1	1
Maintenance/Service	2	2	4
Staff-Technical and Admin	2	2	4
Proximity to District	1	1	1
Total			71

Secom	Weighting	Point Award	Total
Basic RFP Response	3	10	30
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	2	4
Financial Response	3	3	9
Technical Response	3	1	3
Value Add Response	3	1	3
Past Experience with District	1	1	1
Maintenance/Service	2	2	4
Staff-Technical and Admin	2	2	4
Proximity to District	1	1	1
Total			59

Comcast	Weighting	Point Award	Total
Basic RFP Response	3	6	18
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	0	0
Financial Response	3	0	0
Technical Response	3	0	0
Value Add Response	3	0	0
Past Experience with District	1	1	1
Maintenance/Service	2	2	4
Staff-Technical and Admin	2	2	4
Proximity to District	1	1	1
Total			28

Qwest	Weighting	Point Award	Total
Basic RFP Response	3	6	18
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	2	4
Financial Response	3	1	3
Technical Response	3	0	0
Value Add Response	3	0	0
Past Experience with District	1	0	0
Maintenance/Service	2	0	0
Staff-Technical and Admin	2	0	0
Proximity to District	1	1	1
Total			26

Pete Montoya

Unite	Weighting	Point Award	Total
Basic RFP Response	3	10	30
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	10	20
Financial Response	3	10	30
Technical Response	3	10	30
Value Add Response	3	10	30
Past Experience with District	1	9	9
Maintenance/Service	2	9	18
Staff-Technical and Admin	2	8	16
Proximity to District	1	9	9
Total			192

Secom	Weighting	Point Award	Total
Basic RFP Response	3	9	27
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	10	20
Financial Response	3	8	24
Technical Response	3	9	27
Value Add Response	3	7	21
Past Experience with District	1	9	9
Maintenance/Service	2	7	14
Staff-Technical and Admin	2	9	18
Proximity to District	1	7	7
Total			167

Comcast	Weighting	Point Award	Total
Basic RFP Response	3	9	27
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	1	2
Financial Response	3	4	12
Technical Response	3	8	24
Value Add Response	3	1	3
Past Experience with District	1	0	0
Maintenance/Service	2	8	16
Staff-Technical and Admin	2	8	16
Proximity to District	1	5	5
Total			105

Qwest	Weighting	Point Award	Total
Basic RFP Response	3	3	9
Bid Bond			
Signature on Proposal Form			
RFP in required format			
Due Date Met			
15 Year Term Offered	2	9	18
Financial Response	3	3	9
Technical Response	3	7	21
Value Add Response	3	0	0
Past Experience with District	1	1	1
Maintenance/Service	2	3	6
Staff-Technical and Admin	2	8	16
Proximity to District	1	5	5
Total			85





To Whom It May Concern

Ron Dunworth is the President and founder of ADVODA LLC, a 4 year old telecommunications company based in Greenwood Village, Colorado.

ADVODA LLC provides design and support services for clients nationwide, focusing on mid size commercial and industrial clients. ADVODA LLC also has developed a unique support group for education, K-12.

Dunworth originally designed and acted as project manager for the 1996 rework of Pueblo County School District 60 voice and data communications network. The network was comprised of leased high capacity services from Qwest communications as well as specialized switching equipment, which allowed the district to transmit voice and data service on the same services. The net result of the project was an increase in data communications, an implementation of high end voice services like remote call forwarding, four digit district wide dialing and district wide voice mail and a monthly cost savings of over 11 thousand dollars on its Qwest bill. Dunworth also helped the District file its first E-rate application and has supported the District as an E-rate consultant, with the exception of two years, since that time.

Because of its position as E-Rate consultant, ADVODA did not bid on the design of or the RFP development of the new District wide Leased data network or the hardware required to utilize it.

ADVODA works with several school districts in Colorado, supporting the design and deployment requirements and reviewing their RFP's and quotes in order to insure E-Rate compatibility and compliance.

Ron Dunworth  
ADVODA LLC